THE MAGAZINE FOR A NEW AGE OF CABLE . Special Pullout Section

# Cablevision

























# 1995 Editorial Index











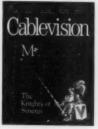












# **About This Section**

he 1995 Editorial Index, a special pullout supplement to *Cablevision*, is a comprehensive guide to all the stories we've run during 1995. It can serve as a useful reference tool to track down information you may recall having seen in our pages, and it's also a handy way to review developments in different sectors of the business over the last 12 months.

The index is organized to correspond to the various general types of content found in a typical issue of Cablevision. The categories under which departments and columns are organized include: programming, pay-per-view, marketing & promotion, ad sales, technology, superhighway, operations, business and policy (regulatory issues). We've also included "The Last Mile," a look at cable's offbeat, colorful side, which as part of our recent redesign was revamped into a humor-driven column called "Lighten Up." Our index offers a complete list of the departments and columns from the past year, with each story's headline and a brief explanation, plus the issue date and page number.

This index also includes a complete inventory of the past year's feature stories, arranged by subject category, and a list of the Special Reports run in the magazine, including "Digital Gateway," a section exploring how cable companies are creating their future in a convergence environment (now, with our redesigned format, a regular department every issue). Each Special Report listing includes the overall subject of the section, plus synopses of each story included in the Report.

The last page of this special section includes ordering information for back issues, additional copies, subscriptions and reprints.

We encourage you to pull out and save the 1995 Editorial Index for future reference. We look forward to continuing to provide our readers with the most comprehensive source of information and analysis about cable TV during 1996. And we hope that our new, redesigned format—with its expanded multi-page departments, news pages and new online, marketing campaign review and MIS columns—will be able to serve your needs even better.

Laurence W. Oliver

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# Programming

#### Service Gets Some Credit

Montgomery Ward infuses ValueVision with spending power for the future (1/9/95, p. 9)

#### The Long & Short of It

Analysts and marketers say Showtime's \$150 million production effort could pay off (1/23/95, p. 12)

#### O.J. Overdose?

Diverse cable networks squeeze all the juice they can out of O.J. trial coverage (2/6/95, p. 10)

#### **Lost Voices Found**

Cable networks unveil big-budget original programming on the history of African Americans (2/20/95, p. 12)

#### Cable Courting PBS?

Some cable networks look to PBS as a possible co-production partner (3/6/95, p. 10)

#### Science Project

Disney's Discover magazine links with Discovery Networks to produce weekly science journalism hour (3/20/95, p. 14)

#### The Declaration of Independents

New channels showcase movies by independent filmmakers (4/3/95, p. 18)

#### Have Job, Will Travel

The Travel Channel begins a \$10 million content revamp by naming a slew of new execs (4/24/95, p. 9)

#### **Phone Games**

Game Show Network works on making games interactive (5/8/95, p. 28)

#### **Better Than Toasted Bread**

'Seganauts' speak up about the value of The Sega Channel as a family experience (5/22/95, p. 12)

#### Little Big Fights

Startup nets are crowding niche categories. Is there room for them all? (6/5/95, p. 10)

#### **Back to Basics**

SportsChannel affiliates are dunking the price of the service as part of a strategy to migrate to basic (6/19/95, p. 9)

#### A New Day Dawns

Cable's daytime hours are becoming a more crowded place to do business (7/3/95, p. 8)

#### The Cyber System

Like programming networks, local operators are developing online services and Internet access (7/17/95, p. 10)

#### A Woman's World

Is there room for more women's programming? You bet. (8/7/95, p. 10)

#### Coming to a City Near You?

Cityty's Moses Znaimer wants to turn cable 'inside out' (8/21/95, p. 10)

#### Spinning the Web

Jones Computer Network experiments with the Internet to program itself via viewer input (9/18/95, p. 10)

#### High Drama

Discovery takes its Harlem Diary to theatrical release before launching it on cable (10/9/95, p. 10)

#### Webbed World

Cable nets expand internationally by casting their cyber webs (10/23/95, p. 14)

#### Crazy, Or Crazy Like a Fox?

Why are new networks launching now—do they know something others don't? (11/13/95, pp. 38-40)

#### Different Sides of The Box

The Box tests an all-alternative format (11/13/95, pp. 38-40)

#### Can They Survive?

What's the score: Coblevision handicaps the survival chances of nine new nets (11/27/95, pp. 92-93)

#### New Nets, Warts and All

Media General's 'Sampler Channel' showcases new services (11/27/95, p. 96)

#### Caught in the Web

Who finds the Internet irresistible? Nielsen and partners find out (12/11/95, p. 32)

# Pay-Per-View

#### **Action PPV Faces Challenges**

Action PPV aims to provide quality service for affiliates and increase subs in '95 (1/9/95, p. 10)

# Where's Howard Stern When You Need Him?

Rolling out a slate of heavyweights won't help event PPV—until spring (1/23/95, p. 13)

#### Promotion Is Nice, Says Spice

The message behind Spice's marketing push is: If you've got it, flaunt it—but tastefully (2/6/95, p. 12)

#### \$2.95 PPV: A Texas Gusher?

Prime Cable in Houston slashes its PPV pricetag; early results look good (2/20/95, p. 14)

#### What PPV Needs: The Big Chill

Alaska and Massachusetts systems' twofor-one offer pays off when temps drop (3/6/95, p. 14)

#### Rodeo Makes a Buck

With rodeos scoring in the South, there may be PPV clout in regional niche events (3/20/95, p. 16)

#### More Wrestling: But Shorter, Cheaper

With more events planned for this year, wrestling looks to pin profits and pump up its image (4/3/95, p. 16)

#### PPV En Español

Increasingly, networks are looking to Hispanic markets with language/demospecific fare (4/24/95, p. 12)

#### Oh, Happy Days

The bloom returns to PPV as studios agree to shorten movie windows (5/8/95, p. 32)

#### Radio Wave

PPV is increasingly turning to radio as a flexible and creative promotional tool (5/22/95, p. 16)

#### Thinking Small

Banking on niche PPV events—from rugby to Snoop Doggy Dog videos—to expand PPV (6/19/95, p. 10)

#### **Tyson Troubles**

Operators prepare for a long summer negotiating distribution terms for SET's Tyson-McNeeley fight (7/3/95, p. 9)

#### **Identity Problem?**

Consolidation spurs a need for some systems to make their identity clear to customers (7/17/95, p. 18)

#### Summer Ends on a High Note

After a famine of events, operators have a feast to offer (8/7/95, p. 12)

#### E! Pumps Pulp

E! supports the PPV debut of Disney's Pulp Fiction with Pay-Per-View E! Clips (8/21/95, p. 12)

#### Slugging It Out

The industry could lose millions if TVKO and Showtime Event Television insist on holding big fights on the same night (9/18/95, p. 12)

#### On Target

PPV hopes to develop its potential as a revenue driver with Hispanic and urban markets (10/9/95, p. 14)

#### **Pulp's Performance**

Customer reaction to Pulp Fiction on PPV seems to be hot (11/13/95, p. 40)

#### **PPV's Next Frontier: The Internet**

Not wanting to miss out, Request, Viewer's Choice, Playboy and Spice create web sites (12/11/95, pp. 30-32)

# Marketing & Promotion

#### Off the Beaten Path

Nets hope their offbeat tactics will stand out from the promotional clutter (1/9/95, p. 12)

#### **Maverick Marketing**

Operators must now decide how best to market non-traditional services (1/23/95, p. 16)

#### Millionaires' Club

HBO and PrimeStar bought into the Super Bowl, but are \$1 million-plus spots worth it? (2/6/95, p. 14)

#### See Ya at the Movies

Cable tie-ins are delivering added exposure for new flicks—and more are in the works (2/20/95, p. 16)

#### Pay Campaigns Paying Off

Various HBO and Showtime marketing drives are lifting the premium sub counts (3/6/95, p. 15)

#### Cable's Building Blocks

Cable nets build for the future by targeting tune-in promotion on certain nights (3/20/95, p. 18)

#### **Promotion Overload?**

The sweepstakes keep comin' from cable nets, but some systems seem overwhelmed or indifferent (4/3/95, p. 20)

#### Mall Mania

Shop 'til you drop takes on new meaning as TNN and Cable Health Club look for viewers (4/24/95, p. 14)

#### Going From Pay to Basic

Bravo and SportsChannel are benefiting from repositioning as basic services (5/8/95, p. 34)

#### Who Needs Siskel & Ebert?

The reviews are in—here's a critical look at four new cable network ad campaigns (5/22/95, p. 18)

#### **Risky Business**

Discovery is taking a big-bucks gamble on extending its brand to its own retail chain (6/5/95, p. 14)

#### What's in Store for Cable?

Cable nets are joining forces with retail chains to widen their branding reach (6/19/95, p. 12)

#### A Tale of Two Strategies

GEMS' marketing kit sells cable's value, while Galavision focuses on programming (7/3/95, p. 10)

#### Going National

Some marketing ideas that began at the local level are getting nationwide exposure (7/17/95, p. 16)

#### Tips From the Dark Side

Cable can learn a thing or two from syndicators and the way they market their programs (8/7/95, p. 14)

#### **Changing Styles**

Customization's the name of the new promo game (8/21/95, p. 14)

#### Food for Thought

Our resident critic gives thumbs up to two new campaigns by cable nets—and thumbs his nose at one MSO's effort (9/18/95, p. 14)

#### Turner's Marketing Juggernaut

Turner's various nets prepare big marketing and promo plans through '96 (10/9/95, p. 16)

#### A Word to the Wise

Cable execs offer a few survival tips for operators in today's competitive climate (10/23/95, p. 20)

#### A Loser Wins

Movie tie-ins—of a hit, and a miss—proved hot for USA Nets (11/13/95, pp. 42-44)

#### Runway to Heaven

VH1, scoring with sports links like 'Fairway to Heaven,' now has sashayed into fashion (11/27/95, p. 102)

#### Freebies, Freebies, Freebies

Cable's using phone cards and discount coupons as tactics to both brand and add value (12/11/95, pp. 34-35)

#### Ad Sales

#### Return to Sender?

Some ad sales folks are high on 'direct video mail'—but some agency types see a hitch (1/9/95, p. 14)

#### They're Not Playing Around

Games are serious business for the Game Show Network and its charter sponsors (1/23/95, p. 17)

#### **Looking for Redemption**

CAMA and Cox are using coupons and inserts to boost revenues (2/6/95, p. 16)

#### Prevue's 'Local' Derails

Prevue pulls the plug on AdVue, its local ad sales venture—but national sales are robust (2/20/95, p. 20)

#### The '95 Toy Whirl

Toy makers' network spending seems strong, but it's tough for ops to get in on the action locally (3/6/95, p. 16)

#### The Hot Buttons

CAB can expect bouquets and brickbats from agencies and clients when its conference opens (3/20/95, p. 20)

#### Cooking With Gas

Various cable networks are helping affiliates generate local ad sales (4/3/95, p. 22)

#### On the Spot?

Ostrow lauds CAB's confab, but some attendees seem less than enthused about spot emphasis (4/24/95, p. 16)

#### Let's Get Regional

Advertisers are increasingly attracted to regional news and sports channels (5/8/95, p. 38)

#### The Music Man

The local sales forecast is bright for The Weather Channel, and sister Travel, thanks to sweepstakes (5/22/95, p. 20)

#### Cable's Upfront Is Smokin'

Now for some good news: Cable network advertising is surging, fueled by 'bundled' deals (6/5/95, p. 16)

#### Selling the Sellers

While awaiting technology advances, CAB will target improving people skills at its local confab (6/19/95, p. 14)

#### Crazy-Like a Fox

Local ad sales are making ESPN's Extreme Games a winner (7/3/95, p. 11)

#### Coming Alive

Live events with star power helped spark local ad sales for VH1 and Nickelodeon affiliates (7/17/95, p. 17)

#### 'Eye of the Tiger'

Local sales execs should be roaring to co-op and explore retail and infomercials (8/7/95, p. 16)

#### Infomania Goes Local

Access Television Network is making inroads into the infomercial boom (8/21/95, p. 16)

#### Sign of the Times

Comcast sees the use of electronic billboards as 'limited only by your imagination' (9/18/95, p. 16)

#### On the Road

fX is paving the way for greater local sales with on-location shoots for several live series (10/9/95, p. 18)

#### On Top of the News

Buyers of CNN, E! breaking-news ads score with O.J., as strong Weather Channel sales cut 'contingency' avails (10/23/95, p. 22)

#### Playing the China Card

Five sponsors buy Discovery Networks' 'China Season' package (11/13/95, pp. 42-45)

#### Turner Just Says No

What are the policies of cable nets toward advocacy ads? It depends on who you are...(11/27/95, pp. 100-102)

# Technology

#### Alternative to ATM

Frame relay is a limited technology for those wanting to test two-way communication (1/9/95, p. 16)

#### **Home Wiring Worries**

Digital TV poses a challenge for installers—and do-it-yourselfers who tackle home repairs (1/23/95, p. 18)

#### Cheaper and Cheaper? Time Will Tell

Is it realistic to expect an inexpensive FSN-like digital set-top anytime soon? (2/6/95, p. 18)

#### It's No Game

Sega offers a peek at the challenges of the digital future with an adapter that enables game playing (2/20/95, p. 22)

# ISDN: The Little Technology That Could

It's not as big as a cable connection, but computer users seem to really like ISDN (3/6/95, p. 18)

#### Slow and Steady?

It won't be first, but Microsoft says it could still dominate the two-way video future (3/20/95, p. 22)

#### Nothing But (MPEG-2) Trouble

Now that MPEG-2 is nearly a standard, its inventors are haggling over how they'll get paid (4/3/95, p. 24)

#### OpenTV Alliance Is a Natural

Two players from DBS and computers are tip-toeing into the cable converter business (4/24/95, p. 18)

#### Different Things To Different People

MPEG isn't a device you buy off the shelf—it can be adapted, depending on the use (5/8/95, p. 42)

#### **Built to Last?**

TCI's done its deals with Microsoft. But is it a permanent arrangement? (5/22/95, p. 22)

#### The Dream Set-Top

The telcos want the ultimate box, but manufacturers are balking (6/5/95, p. 18)

#### **Getting To Be Digital**

Scientific-Atlanta's trouble with its 8600x set-top box offers a peek at the future (6/19/95, p. 16)

#### Sonic Rivalry

Call it set-top Mortal Kombat: Gl and S-A duke it out over Sonic (7/3/95, p. 14)

#### In Search of an Understudy

The low-tech F-connector causes about three hours of outages yearly (7/17/95, p. 12)

#### Juice It!

Cable's going to have to turn up the power if it wants to expand (8/7/95, p. 18)

#### Wireless Squeeze

MMDS is the second technology to take advantage of compression (8/21/95, p. 18)

#### Ahead of the Pack

Most voice over coax is provided by cable—but not in Deerfield, Mich. (9/18/95, p. 17)

#### Long Distance Repairs

DirecTv is learning—and may be teaching—a few lessons (10/9/95, p. 24)

#### **Talking Networks**

Cable systems can become two-way easily. Just ask a computer company to come and help (10/23/95, p. 26)

#### Operator, Give Me Information

Operating systems, crucial to interactivity, are going to do a lot of thinking in settop boxes (11/13/95, pp. 46-48)

#### The Battle of Alexandria

Jones Intercable's spent \$35 million in Alexandria. Did that scare Bell Atlantic? (11/27/95, pp. 106-108)

#### The Digital TV Showdown

A battle is building over broadcasters' channels for digital television. It's a fight that cable cannot ignore. (11/13/95, pp. 34-35)

#### 'Full Service' Software

CableMaster's MIS software headlines at FSN, and so far, all's well (11/13/95, pp. 35-36)

#### The On-Campus Connection

Continental gives college a souped-up broadband net (11/13/95, p. 36)

#### The Next Wave

Ad insertion, and beyond: SeaChange makes a splash with new deals (11/27/95, pp. 81-82)

#### Levelling the MIS Field

Traditional MIS vendors share the field with Oracle, Sybase (11/27/95, pp. 81-86)

#### Videos on PC a la Modem

Intel and friends develop Intercast, a new system for delivering programming to the PC (11/27/95, p. 88)

#### Telephony: A Big Day for Operators

MSOs are jumping into phone service, but the New Year will ring in even more action (12/11/95, p. 25-26)

#### **Data Plumbing**

As cable engineers spend more time thinking about telephony and digital TV, they've had to start thinking like plumbers (12/11/95, p. 28)

#### A Bright Idea

Power companies and cable can generate big bucks from projects that hardly seem electrifying (12/11/95, pp. 36-37)

# Superhighway

#### A Viewphone in Every Home

Cable is experimenting with video teleconferencing, but there's a long way to go (1/9/95, p. 18)

#### ATM Goes to the Head of the Class

What's ATM switching, who's using the switches, and what's next? (1/23/95, p. 20)

#### Talking Back to the Tube

Everybody loves the idea of voiceoperated TVs, but a lot's just talk (2/6/95, p. 20)

#### Just the Fax

What about faxing via the TV set? Could be done, but cable's cautious (2/20/95, p. 24)

#### **CD-ROM's Future**

#### Could Be on Cable

The makers of CD-ROM encyclopedias eye broadband, as cable tests the waters (3/6/95, p. 19)

#### Sweeping Away the Hype

An information 'guru' debunks some popularly held 'convergence' notions (3/20/95, p. 24)

#### It Fits the Bill

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#### The BBT Way

Pioneering Broadband Technologies is betting on an interactive future (4/24/95, p. 20)

#### Interactivity On-Ramp

Sony and Mitsubishi form separate pacts to provide set-top boxes (5/8/95, p. 46)

#### Time Warner's Lab

Time Warner's telecommunications lab may presage broadband experimentation (6/5/95, p. 20)

#### Data Return: Phone It

Modems are the beginning, not end, of cable's foray into data (6/19/95, p. 18)

#### Graff To Program Via IBM Servers

Using computers instead of video playback for a national net (7/17/95, p. 22)

#### Open Sesame

For cable to enter the two-way TV business, a lot of state laws need to be changed (8/7/95, p. 20)

#### Stargazer 1995

A true VOD marketing test offers choice and immediate access to a film and TV library (8/21/95, p. 20)

#### A 'Chicken and Egg' Solution From Wink

Wink Communications promises crossplatform interactivity without waiting for digital set-tops (9/18/95, p. 18)

#### TCI's @Home

The Microsoft Network is only part of what the cable company hopes to offer (10/9/95, p. 26)

#### Who Made That?

The name on the box isn't always the name of the company that made the box (10/23/95, p. 30)

# Operations

#### The Alert Is On

Some operators seem satisfied with the FCC's new emergency warning system requirements (1/9/95, p. 20)

#### Event-of-the-Month Club

Montgomery County, Md.'s system, now run by an RBOC, says events build trust and business (1/23/95, p. 21)

#### Countdown to Guarantees

While many MSOs prep for NCTA's service offensive, others struggle to make the deadline (2/20/95, p. 26)

#### Comcast Banks on New Application

Home banking is live in Eatontown, N.J., through a Comcast/NatWest trial (3/6/95, p. 20)

#### 'Call' to Glory

'Mystery callers' used to pinpoint CSR weaknesses help to reward the best customer reps (3/20/95, p. 26)

#### TCI Elbow Grease: It's Elementary

TCI employees roll up their sleeves and rehab a school in disrepair (4/3/95, p. 28)

#### Working Under the Gun

Systems learn how to cope under crazy times, with CATA training help on the way (4/24/95, p. 22)

#### A More Serviceable Union

Harron pulls off a tricky consolidation of two unionized Michigan systems (5/8/95, p. 50)

#### L.A. Law-lessness

Southern California operators are fighting a disturbing new trend in cable theft (5/22/95, p. 24)

#### Data Delivery, to Office or Home

Cox's Phoenix system is expanding a data delivery service to include telecommuters (6/5/95, p. 22)

#### The Graduate

Cablevision Systems launches the first phase of its News 12 'metro ring' in Connecticut (6/15/95, p. 20)

#### Souped-Up Software

Time Warner's ahead of the curve with a new MIS format for CSRs (7/3/95, p. 12)

#### It's CSRTV!

A small California MSO will start putting its reps on camera next month for image building (7/17/95, p. 20)

#### Warehouses on Wheels

Sprint joins Comcast to deploy a customized inventory management process (8/7/95, p. 22)

#### A Sound Idea

Mid-sized MSO Pencor Services puts its own spin on both digital audio and DBS (8/21/95, p. 22)

#### How They Work On Silicon Mountain

Century, MCI and Digital team up for a telecommuting trial (9/18/95, p. 19)

#### The Benefits Agenda

CTHRA data say companies are offering elder care, child care and other options to supplement health care (10/9/95, p. 22)

#### A New Wrinkle in Billing

Nynex and Chase Manhattan ready an interactive on-screen payment system for '96 rollout (10/23/95, p. 18)

#### Cable Had Better Not MIS the Boat

A Hewlett-Packard exec says telcos are ahead in management information software (11/13/95, p. 48)

#### **ARMed To Fight Piracy**

Time Warner Cable's new anti-theft weapon in Milwaukee: computerized audits (11/27/95, p. 108)

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#### A Study in Contrasts

Top MSOs have different approaches to entering the wireless arena (1/9/95, p. 41)

#### More Money for Cable?

The new-found enthusiasm of cable lenders could spread (1/23/95, p. 46)

#### Litigious Telcos vs. Lethargic Cable

Cable must take the initiative to provide services on the same terms telcos get (2/6/95, p. 51)

#### Beyond 2000

A study says VOD tops telephony in cable's enthusiasm about revenues (2/20/95, p. 45)

#### Give Us Liberty, as What?

What will the new Liberty Media look like, and why? (3/6/95, p. 39)

#### The Lessons of Albuquerque

How a cable system's marketing plan outsmarted the competition (3/20/95, p. 29)

#### The Good Soldier

'To many...[].C.] Sparkman's name has been even more synonymous with TCI' than Malone's (4/3/95, p. 59)

#### Content Or Conduit?

High-rollers gamble on content, but others may be wise to take conduit route (4/24/95, p. 25)

#### Wherefore Art Thou, Fairness?

The minority tax certificate change could elevate the price paid for many cable properties (5/8/95, p. 52)

#### Foreign Intrigue

Straddling foreign and domestic investments gets dicier (5/22/95, p. 53)

#### Name of The Game

In telephony alliances, whose brand name carries more clout? (6/5/95, p. 46)

#### Gilded Gilder

'Guru' George Gilder: a powerful but contradictory voice (6/19/95, p. 44)

#### **DBS: A Tough Business**

Break-even doesn't seem likely until annual revenues pass \$1.25 billion (7/3/95, p. 34)

#### A Cry for Professionalism

Cable today needs solid professional support more than ever (7/17/95, p. 50)

#### Thanks to the Banks

Whatever Al Gore advises, there's little point in thinking about raising cable rates (8/7/95, p. 51)

#### What's Frivolous?

To borrow from Forrest Gump: Frivolous is as frivolous does (8/21/95, p. 49)

#### 21st Century Foxes

Conglomerates that have taken root leave little room for late bloomers (9/18/95, p. 44)

#### Will Consumers Win?

U S West's Omaha trial could be the most consumer-friendly package (10/9/95,

#### 'Trades' Secrets

Tips on successful system trading, from one who knows how (10/23/95, p. 62)

#### The 30 Percent Solution

Without taking business away from anybody, a lot of potential customers are out there (11/13/95, p. 50)

#### The AT&T Conundrum

A splintered AT&T may be facing some huge new challenges (11/27/95, p. 110)

#### **Keeping Control**

Some minor players retain voting power, while some majors compromise theirs (12/11/95, p. 38)

# Policy

#### **Nothing To Worry About**

The spectre of common carriage doesn't seem to bother Time Warner at all (1/9/95, p. 40)

#### **Tougher Talk**

The tone is a little more impatient as Congress tries again on telecommunications legislation (1/23/95, p. 45)

#### **New Tier Logic**

The FCC says it can loosen cable regs. Do they mean it? (2/6/95, p. 50)

#### A Dog's Life for Hundt?

When the Republican Congress beats on the FCC, things get ugly (2/20/95, p. 44)

#### **Tough Choices**

Congress is like a bachelor who can't decide who to date and who to dump (3/6/95, p. 38)

#### Act of 'Indecency'

What's dirty? Sen. Exon doesn't like it, but he doesn't define it (3/20/95, p. 28)

#### Facing the Music?

Changes in copyright law could affect cable's carriage of digital music (4/24/95,

#### Sounds Familiar, Doesn't It?

Portions of Continental's 'social contract' may show up in telecom legislation (5/8/95, p. 54)

#### Dishing the Dereg Dirt

They're arguing about downsizing government vs. representing consumers (5/22/95, p. 52)

#### Leader of the Pack

Rep. Jack Fields finds it's not so easy to keep your troops in line (6/5/95, p. 45)

#### Thin Ice

It's summer, and time for a little political ice skating (6/19/95, p. 45)

#### **Fasten Your Seat Belts**

As Bette Davis said, 'It's going to be a bumpy ride.' (7/3/95, p. 37)

#### **Digital Politics**

HDTV is dead. Long live digital television (7/17/95, p. 52)

#### Cover Stories

Violence and Internet smut get the most attention (8/7/95, p. 52)

#### Inside Baseball

The Democrats decide to play hardball on telecom legislation (8/21/95, p. 50)

#### **Veto Bait**

Will Bill Clinton give telecom legislation his John Hancock? (9/18/95, p. 45)

#### A Global View

Here's Al Gore's own take on telecom legislation (10/9/95, p. 42)

#### Pay-Per-Bicker

With Reed Hundt and Jim Quello at odds, it's no love fest at 1919 M Street (10/23/95, p. 64)

#### Stop! In the Name of Law

The Supreme Court has a busy cable-oriented docket ahead in '96 (12/11/95,p. 40)

#### The Nasty Copyright Fight

The cyberpeople say copyright fees should disappear in a digital world (11/13/95, p. 52)

#### Let's Make a Deal

Seeking ways to resolve customer complaints, cable and the FCC buff each other's image (11/27/95, p. 112)

# The Last Mile

#### Tomorrow's TV Stars

New networks are giving rise to a new breed of TV hosts (1/9/95, p. 48)

#### **Stupid PR-Person Tricks**

Public relations for the interactive age needs more old-fashioned basics (1/23/95, p. 56)

#### AMC: Shall We Dance?

AMC uses a ballroom series to move toward making "Hollywood" ambience real (2/6/95, p. 64)

#### Big Ideas in Small Packages

A field of telco-cable relationships grows in lowa (3/6/95, p. 48)

#### Shot From the Hip

What happens when five comics shoot the breeze is worth recording for posterity (3/20/95, p. 56)

#### Net.Prize@NII.Fame

The Oscars it ain't. But the NII Awards is offering pretty cool competition (4/3/95, p. 72)

#### It's Show Time!

What makes a convention booth? Lots of bidding and building—and big bucks (4/24/95, p. 48)

#### Screaming for Attention

Networks are using everything from popcorn to phone booths to catch people's eye (5/8/95, p. 136)

#### A Day on 'the Farm'

Discovery's elaborate upfront pitch hopes to transport ad folks to another world (5/22/95, p. 64)

#### Going for 'Big Air'

Kevin Robinson's bike antics gives ESPN an Extreme Games operator attraction (6/5/95, p. 56)

#### Hail to the Cabbies

Yellow cabs + blue-collar drivers= green cash (6/19/95, p. 56)

#### Boomers: A Bust?

Spending habits of boomer retirees may decimate cable revenue projections (7/17/95, p. 72)

#### Questions, Anyone?

The annual critics tour serves up some bizarre, stupid and sometimes interesting questions (8/7/95, p. 64)

#### **The Answer Centers**

Want a glimpse of the customer service future? You'd better become a know-it-all (8/21/95, p. 64)

#### Learning To Lobby

It's cable's new favorite indoor sport (9/18/95, p. 56)

#### A Terminal Case?

A guru says interactivity could go the way of QUBE and videotex (10/9/95, p. 52)

#### The Stunt Man Cometh

Chuck Klein speaks softly, but he carries a big imagination (10/23/95, p. 72)

#### The Right Man for Any Merger

For Ted, Jerry and John--it's morphin' time (11/13/95, p. 68)

#### Convention Faux Pas

Cable shows often are remarkable studies in human behavior (11/27/95, p. 136)

#### The Book of Gary

In the beginning, there was fiber-to-thehome... (12/11/95, p. 48)

# Programming/ Pay-Per-View

#### Out of the Rough

The Golf Channel is more than just a fix for golf addicts. If successful, it could be a model for cable programming's future (2/6/95, pp. 31-36, by Jim Cooper and Jim Forkan)

#### Adult Pay-Per-View, Unwrapped

The secret is out: Adult PPV is big business. Increasing acceptance by operators and consumers is leading to more channels, heavier marketing and ventures into 'cybersex' (4/3/95, pp. 30-38, by Jim Cooper and Chris Nolan)

#### 25 Years of Ted Turner

An anniversary album of his greatest hits (5/8/95, pp. 70-78)

#### Heeere's Newty!

Move over, Rush Limbaugh. Newt Gingrich, House Speaker and cable show host, is putting his stamp on poli-talk television. Will he help turn cable into America's next political arena? (5/22/95, pp. 26-31, by Lisa Stein)

#### **Steeling Home**

Armed with a new digital production facility, HGTV hopes that home is where the heart and the checkbook are (6/5/95, pp. 32-34, by Jim Cooper)

#### Cable's Cults

Cult TV fans: Who are these people, where do they come from and what do they want? Don't worry, they'll let you know (8/7/95, pp. 29-34, by Jim Cooper)

#### The PPV Satisfaction Survey

What customers think—good and bad—about the experiences of PPV ordering and home video rental (8/21/95, pp. 33-36, by Jim Forkan)

#### **Start Your Engines**

NASCAR's ratings on cable vroom through the roof as young and older nets race to program hot motor sports (9/18/95, pp. 27-29, by Jim Cooper)

#### Doug Herzog, Exposed

Veteran programmer from MTV aims to take Comedy Central to bigger, longer laughs (10/23/95, pp. 32-44, by Jim Cooper)

#### Comcast Goes Hollywood

Can ex-Disney dynamo Rich Frank make C3 a star act? (11/27/95, pp. 22-31, by Tom Kerver)

#### What's the BIG Idea?

A powerhouse team revamps a Big Apple TV station to take a bite out of cable's sports and financial pie (11/27/95, pp. 57-65, by Adam Snyder)

# Marketing & Promotion

#### Food Fight

Cathy Rasenberger makes tracks at the Western Show on behalf of TV Food—one of a legion of networks scrambling to nail deals as 'going forward' moves ahead (1/9/95, pp. 22-26, by Jim Cooper)

#### Cable's Repair Shop

A small New York ad agency, SS&K, is playing a large role in cable's effort to fix its customer service and its image (1/23/95, pp. 30-32, by Jim Forkan)

#### Invasion of the Alien Marketers

Outsiders from package goods and other companies are flocking to MSOs and networks. Will these 'aliens' remake cable in their own image? (2/20/95, pp. 28-34, by Jim Forkan)

#### What 'The Box' Brings to the Party

Island Records' founder Chris
Blackwell—who gave the world Bob
Marley, U2, Traffic and Cat Stevens—
pumps up the volume for his music-video
channel (3/6/95, pp. 28-30, by Richard
Katz)

#### Can Liberty Do It?

Aiming to sell nationally, Liberty Sports says its regional nets can speak louder with one voice (5/22/95, pp. 34-36, by Adam Snyder)

#### War in the Streets

Cable's in a battle with competitors, but can it win by spending only four percent of its revenues on marketing? (7/17/95, pp. 24-32, by Jim Forkan)

#### Here Comes Destination Marketing

Some cable nets aim to become theme park staples, tourist attractions and other destination sites (7/17/95, pp. 34-40, by Jim Forkan)

#### The Gurus Speak

What is cable doing right—and wrong? (8/21/95, pp. 24-32, by Jim Forkan)

#### The Knights of Synergy

An executive council inside Viacom is attempting to combine the marketing muscle of Showtime, Paramount, Blockbuster and MTV Networks. This is their tale (12/11/95, pp. 14-20, by Jim Forkan)

## Business & Finance

#### Let the Employees Run It

Everybody's selling out to Mr. Big. But not Wes York. This small entrepreneur is reaping rewards for himself and his company via an Employee Stock Ownership Plan (1/9/95, pp. 28-30, by Judith Freeman Mills)

#### The Big Switcharoo

When operators become programmers and programmers become operators: Cable's changing face has executives crossing traditional employment lines (2/20/95, pp. 37-42, by Jim Cooper)

#### Michael Milken's Media Moves

His securities scandal behind him, the former junk bond king is going interactive. He's involved in multimedia software, an educational cable network and private cable franchises. What's Milken up to? (4/24/95, pp. 26-32, by Sana Siwolop)

#### A Tale of Two Conferences

What will cable's future look like? Insiders, and outsiders, speak out. (4/24/95, pp. 35-39, by Tom Kerver)

#### The Plot To Cripple Cable

It's amazing how innovative and entrepreneurial telcos can get, when their lifeblood is threatened (7/3/95, pp. 16-23, by Tom Kerver)

#### Is Entrepreneurship Dead?

Don't bury the idea yet—cable's "New Contrarians" are proving that taking risks and going your own way forming MSOs hasn't gone out of style (8/7/95, pp. 24-28, by Tom Kerver)

#### If Cable Makes Me Rich

You're in the money. You can do anything you want. What would it be? (9/18/95, pp. 20-25, by Simon Applebaum)

#### **Sprinting Into Telecommunications**

Will cable's alliance with Sprint go the distance? (11/13/95, pp. 22-32, by Tom Kerver)

# 1996 Financial Forecast: The Calm Before the Storm?

(11/27/95, pp. 67-76, by Tom Kerver)

# Technology

# Digital Compression: The Holy Grail?

In 1992, TCI and GI reached for the stars by launching an effort to build the ultimate digital television system. Why has it been an elusive quest? (3/6/95, pp. 22-26, by Chris Nolan)

#### So, You Want To Get Into Telephony?

Before you do, take a look at Time Warner's strategy in Rochester, N.Y., site of the nation's first cable/telephony plant (6/5/95, pp. 24-31, by Tom Kerver)

#### Cyberclash in Cambridge

Continental Cablevision's vision of bringing the Internet to historic Cambridge, Mass., has met harsh reality (6/19/95, pp. 22-28, by Simson L. Garfinkel)

#### Bit Parts: Nose Rings and Hare Krishnas

It's nothing like a cable show, but you'd better check out Digital World if you don't want to be left in the dust (7/3/95, pp. 24-26, by Jim Cooper)

#### Is C-band Heading South?

The big bird in the backyard's getting its wings clipped as DSS takes flight (10/9/95, pp. 37-40, by Karen J.P. Howes)

# Policy

#### Shake Hands, We'll All Get Happy

Cable is encouraging system employees from around the country to meet and greet the folks on Capitol Hill. And these 'key contacts' are better than lobbyists (5/8/95, pp. 95-102, by Chris Nolan)

#### Kerrey Speaks Out

Sen. Bob Kerrey has jumped into the debate over telecommunications legislation with strong views about competition, educational services and industry lobbying (6/19/95, pp. 29-32, by Chris Nolan)

#### Three To Watch

The shake-up on Capitol Hill has focused attention on some new faces you should know (10/9/95, pp. 28-35, by Chris Nolan)

#### The Packwood Diaries

Excerpts reveal how cable fits into the Bob Packwood puzzle (11/27/95, pp. 42-54, by Chris Nolan)

# Companies

#### Ex-Tabloid Publisher Attacks Cable

Wireless op Peter Price tilts at Time Warner; The Result? Better cable service (1/23/95, pp. 22-29, by Sana Siwolop)

#### **Turning TCI Around**

Restructured, but still facing many challenges, TCI looks to Sadie Decker's operations overhaul to 'leapfrog' ahead (3/20/95, pp. 36-42, by Tom Kerver)

#### Cable + Wireless = Cablemaxx

Veteran cable operators are using a competitive technology, wireless cable, to make big waves in central Texas (4/3/95, pp. 41-44, by Tom Kerver)

#### Big Man in Big D

From a base of 15,000 Wisconsin subs in 1990, the charismatic Jeff Marcus has made his company a top 10 MSO, soon serving 1.25 million. And he isn't done yet...(5/8/95, pp. 56-67, by Torn Kerver)

#### What Makes Charter Run?

Or, how to build a million-subscriber MSO in less than two years (10/23/95, pp. 47-49, by Tom Kerver)

# Operations

#### Customer Service...The Telco Way

Why is telco customer service better than cable's? Could the reason be better wages, better training, better incentives? (2/6/95, pp. 22-28, by Simon Applebaum)

#### The Caring Game

industry trade groups urge MSOs to help employees with child care. But so far, the response has been limited (3/20/95, pp. 31-34, by Simon Applebaum)

#### Customer Service: Reports From the Front

How well are cable systems really doing with NCTA's on-time guarantee? (5/8/95, pp. 81-92, by Judith Freeman Mills)

#### **Boot Camp for CSRs**

How can systems get CSRs up to speed with the demands of 'convergence'? Education. Education. Education. (7/17/95, pp. 43-48, by Simon Applebaum)

# Programming

#### CHILDREN'S TV Hey Kids, Whatchya Want?

Cable networks are probing to understand kids who have more choices than ever (1/23/95, pp. 36-40, by Jim Cooper)

#### Howdy, Partner

It doesn't pay to be a loner, because sponsors can add lots to nets' promo power (1/23/95, pp. 41-43, by Jim Forkan)

#### The Gore War

Voices Against Violence continues to make cableland a kinder, cleaner, gentler place (1/23/95, p. 44, by Simon Applebaum)

#### **FALL SEASON PREVIEW** Words From the Pipe

Operators sound off about programming they see coming out of the nets (8/21/95, pp. 38-41, by Jim Cooper)

#### Through the Roof

Buyers bullish on ad spending and cable's ratings gains fueled cable's upfront surge (8/21/95, p. 42, by Jim Forkan)

#### Finding Their Way

To graduate into larger sub counts, "teenage" nets look to expand their programming turf (8/21/95, pp. 43-46, by Jim Cooper)

#### The Originals

HBO, Showtime and Encore's Starz! move forward by running their own shows (8/21/95, pp. 47-48, by Jim Cooper)

# Pay-Per-View/ Marketing/Advertising

#### CABLE'S HOT DEMOS Kids' Upfront Is Brisk

Despite fewer avails, cable nets saw strong pricing for kids 2-11 (3/6/95, p. 33, by Jim Forkan)

#### ESPN's Men 18-49 TD

ESPN and USA were gainers among men, as TBS and TNT dropped (3/6/95, p. 34, by Jim Forkan)

#### Women 18-49: A 'Core'

USA dominated various key female demos in the fall Nielsens (3/6/95, p. 35, by Jim Forkan)

#### For Some, Older Is Wiser

Growth of 50-plus adults has sparked interest in 25-54 demo (3/6/95, p. 36, by Jim Forkan)

#### **Working Women's Surprising Choices**

They like sports and sci-fi, but few are capitalizing on it yet (3/6/95, p. 37, by Jim Forkan)

#### PAY & PAY-PER-VIEW Pay TV, Beyond the Bickering

Premium networks love to slam each other, but face a common enemy: a crowded multichannel marketplace (6/5/95, pp. 38-40, by Jim Cooper)

#### PPV's Waiting Game

Customers want PPV variety, but cable doesn't have channel capacity. What's a distributor to do? (6/5/95, p. 42, by Jim Cooper)

#### PPV Ads-The Last Taboo?

Sponsors get all kinds of plugs on PPV, but no in-telecast commercials—yet (6/5/95, p. 43, by Jim Forkan)

#### The Infrastructure Agenda

As MSOs await more impulse set-tops for PPV, the focus is on improving back office operations (6/5/95, p. 44, by Simon Applebaum)

# CABLE'S ETHNIC AUDIENCE

Forging Ahead

Ethnic nets are going all out to reach operators and viewers (9/18/95, pp. 34-37, by Jim Forkan)

#### Where's the Pot o' Gold?

Ethnic nets are pursuing the multicultural rainbow, but the ad sales bonanza is elusive (9/18/95, p. 38-41, by Jim Forkan)

#### Beware the Pitfalls

Avoid marketing gaffes that operators and advertisers often make (9/18/95, p. 42, by Jim Forkan)

#### Aiming High

HBO and Showtime increase their marketing efforts toward blacks and Hispanics (9/18/95, p. 43, by Jim Forkan)

# **Operations**

#### SALARY SURVEY Cable's Rank & File: What Are They Worth?

Cablevision's 1995 compensation and benefits survey uncovers a very unsettled, and unsettling, mood (7/3/95, pp. 28-33, by Tom Kerver)

# Technology

## **EMERGING TECHNOLOGIES**

**Author! Author!** 

Zenith says its new 'authoring tool' turns marketing managers into computer wizards (1/9/95, p. 34, by Chris Nolan)

#### The FSN Challenge

Time Warner's Full Service Network test in Orlando is one roadmap for the digital future (1/9/95, pp. 35-37, by Chris Nolan)

#### Less than 'Full'-But Able

Cablevision Systems is staking out digital territory of its own for 'enhanced' PPV (1/9/95, p. 38, by Chris Nolan)

#### **DIGITAL GATEWAY** (GO DIGITAL) HITS: Cable's Best Shot?

TCI's one-stop digital solution, Headend In The Sky (HITS), offers cable operators a fast and inexpensive way to get lots of programming. But HITS has some problems, so programmers, among others, are exploring other ways to get digital signals to customers. (2/6/95, pp. 40-44, by Tom Kerver)

#### The Art Of Compression

Making video digital and compressing it isn't a seamless process yet. And operators shouldn't assume creating digital images is solely a programmer's job. (2/6/95, pp. 40-47, by Chris Nolan)

#### Networks Go Online to Clue In

Think of online services as programming for home computers. That's how many cable networks regard them. But they've also discovered that going online is a valuable way to tap into audiences' likes and dislikes (2/6/95, pp. 44-46, by Jim Cooper)

#### Making It Go: OptimumTV

In Yonkers, N.Y., Cablevision Systems is using digital technology to cater to its 45,000 subscribers who can pick from a wide variety of services, analog and digital. Senior Editor Simon Applebaum talked with Scott Allison, general manager in Yonkers, about how the company's preparing for OptimumTV. (2/6/95, pp. 47-48, by Simon Applebaum)

#### THE CUSTOMER INTERFACE Will EPGs Strike Gold?

Interactive guides hold great promise, but providers better have deep pockets and staying power (4/3/95, pp. 49-52, by George Mannes)

#### It's Analog, for Now

Digital set-tops aren't here yet, so fancy analog boxes are filling the void (4/3/95, p. 54, by Chris Nolan)

#### The Telcos' Set-tops

Three RBOCs have gotten specific about what they want in set-tops (4/3/95, p. 56, by Chris Nolan)

#### DIGITAL GATEWAY (GO DIGITAL) II

#### TCI, Venture Capitalist

Virtual I-o is making truly personal television sets—goggles that give the wearer the effect of looking at an 80-inch screen.TCI's investment has been painted as one of its attempts to keep pace with technology. What do the two concerns get out of this relationship? (5/22/95, pp. 40-50, by Tom Kerver)

#### **HITS Not the Only Answer**

How to get a digital signal? There are plenty of alternatives out there, from up- and downlinking it yourself to maybe hitching a ride on an already existing service, like DirecTv. (5/22/95, pp. 40-50, by Karen J.P. Howes)

#### Virtual Land Rush

The World Wide Web sounds as though it might be a big silken spider's nest, but it's not. It's a series of computer sites all linked together on the Internet. Cable's interested in those sites. And it's not just programmers who are interested in exploring this new way of providing content. (5/22/95, pp. 42-48, by Jim Cooper)

#### Making It Go: Full Service Network

Time Warner's Full Service Network began running publicly in December, 1994, after a roughly six-month delay. Jim Ludington, VP of technology, talked with Cablevision new media editor Chris Nolan in March about the system's complexity—the main reason its debut was postponed—and some of the lessons learned. (5/22/95, pp. 47-49, by Chris Nolan)

#### CONSTRUCTION REPORT

#### The Reliability Factor

To fight power outages and offer phone service, Century upgrades in San Juan (6/19/95, p. 34, by Chris Nolan)

#### **U S West Expands Footprint**

Atlanta rebuild aids Southern Multimedia's video, voice and data plans (6/19/95, p. 36, by Chris Nolan)

#### The Most for the Money

A way for small systems to increase capacity at little cost (6/19/95, p. 38, by Chris Nolan)

#### Forging Ahead

TCI's rebuild in Hartford takes aim at a variety of fronts (6/19/95, p. 40, by Chris Nolan)

#### **Redefining Boundaries**

Strategic alliances produce a sophisticated strategy (6/19/95, p. 42, by Chris Nolan)

#### **DIGITAL GATEWAY III**

How Not To Get Boxed In Sooner or later, we're all going to have a digital box. But the devices aren't big with customers. Not yet anyvay. Here's how Cablevision Systems lowered subscribers' resistance while Time Warner Cable raised their hackles. (8/7/95, pp. 36-42, by Jim Forkan)

#### A World of Questions

Two-way TV works better than anyone imagined. But, as an international gathering of TV engineers demonstrates, no one knows what customers are going to want. And the Europeans have some ideas that U.S. cable companies might find frightening. (8/7/95, pp. 36-49, by Chris Nolan)

#### Making It Go: Discovery Online

Discovery Communications is hitting the Internet with a new World Wide Web service, Discovery Channel Online.

Cablevision senior editor Jim Cooper recently talked with Thomas Hicks, Discovery Online's VP and publisher, about this original "programming" cyberproject. (8/7/95, pp. 42-44, by Jim Cooper)

#### It's a Transaction World

Telecommunications isn't going to be profitable unless cable can keep track of what customers buy. The industry's MIS services are fine for monthly accounts, but operators are now turning to established computer companies for more sophisticated help. (8/7/95, pp. 49-50, by Simon Applebaum)

## International

#### CABLE ABROAD

#### Go Global: It's a New World

Are there still global opportunities ahead in cable and related technologies? (10/23/95, pp. 53-55, by Tom Kerver)

#### South of the Border

Kim Hatamiya from Canal Fox, News Corp.'s South American cable franchise, talks about cable below the Rio Grande (10/23/95, pp. 56-57, by Jim Cooper)

#### A Resounding Si!

To spur growth, Zenith speaks Spanish with a Mexican accent (10/23/95, p. 58, by Chris Nolan)

#### **Cultural Lessons**

U.S. cable finds that some types of programming just won't fly abroad (10/23/95, p. 60, by Jim Cooper)

# Special Issue

#### CABLEVISION'S 20th ANNIVERSARY (9/4/95) 20/20 Vision

Presenting the 20 people who've had the most impact on the cable industry in the past 20 years (pp. 7-58)

# The Cablevision Book Of Lists (pp. 63-72)

#### You Were There

No look into the history of Cablevision and cable in general—would be complete without a glance at some covers.

Whatever the developments through the years, we were there. Here are some of our favorites, from early vintage to new. (pp. 74-80)

#### 20/20 Now & Then

Cable execs rewind to look back at their roots, then fastforward to predict the future (pp. 83-103)

#### The Cablevision Trivia Test

How well do you know your cable industry history? Here are some brainteasers for you (pp. 105-107)

# Special Sections

# Guide To The New Congress '95 (2/20/95)

A Guide to Cable and Education (3/20/95)

#### Official Guide to the 1995 CTPAA Beacon Awards (3/20/95)

1995 New Network Handbook (4/24/95)

Guide to the 1995 Vanguard Awards (5/8/95)

# Top 200 MSOs (5/8/95)

#### Guide to the 1995 CTAM Mark Awards (7/17/95)

#### 1995 Operator of the Year/Innovator Awards (10/9/95)

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